

UNITED STATES DISTRICT COURT
FOR THE WESTERN DISTRICT OF VIRGINIA
ROANOKE DIVISION

WINFORD DALLAS JONES,

Plaintiff,

v.

C.H. ROBINSON WORLDWIDE, INC.;
and C.H. ROBINSON COMPANY; and
C.H. ROBINSON COMPANY, INC.;
and C.H. ROBINSON COMPANY,
L.P.; and C.H. ROBINSON
INTERNATIONAL, INC.; and C.H.
ROBINSON OPERATING COMPANY,
L.P.; and C.H. ROBINSON
TRANSPORTATION COMPANY, INC.,

Defendants.)

) Civil Action No.
) 7:06-CV-00547

VOLUME II, pages 105-214

30(b)(6) DEPOSITION OF: Bruce W. Johnson
TAKEN AT: C.H. Robinson Worldwide, Incorporated
14701 Charlson Road
Eden Prairie, Minnesota

DATE: March 13, 2008

COMMENCING AT: 9:06 a.m.

Reported by: Patrick J. Mahon
Registered Merit Reporter
Certified Realtime Reporter
Job No. 4932



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1 A. Correct.

2 Q. Do you know why shippers did not want to use
3 conditional carriers?

4 A. I could speculate.

5 Q. Standing objection to that. Go ahead.

6 A. I think some of it was the fear from Schramm and
7 what they thought, that they could start being pulled
8 into lawsuits, as well, because it started after that
9 and kind of the general misunderstanding maybe of how
10 everything -- that they're not transportation, that's
11 not their core business. So, I think there was
12 misunderstanding.

13 Q. Do you ever look at T-Chek records to evaluate
14 whether you want to continue to deal with the carrier?

15 A. T-Chek records of advances?

16 Q. Of advances, yes.

17 A. No.

18 Q. Would a demonstrated reliance on T-Chek by a
19 carrier raise any concerns in your mind about the
20 financial condition of that carrier?

21 A. The advances, again specifically to the advances?

22 Q. Yes.

23 A. And then repeat the end of that question. I'm
24 sorry.

25 Q. Would that raise any concerns in your mind about

1 the financial condition of the carrier?

2 A. "Concerns" may not be the word I'd be looking
3 for, but it would -- it would raise questions about the
4 financial condition of the carrier perhaps.

5 Q. And financial problems, cash flow problems for a
6 carrier, you would agree with me, could manifest
7 themselves in the condition of the trucks they run?

8 A. Potentially, yes.

9 Q. And also could manifest itself in the quality of
10 drivers they hire, correct?

11 A. Potentially, yes.

12 Q. So, you would agree with me that if you have some
13 information indicating that a carrier has cash flow and
14 financial problems, there could be a correlation to
15 those driver and vehicle maintenance issues, correct?

16 A. Could be, yes.

17 Q. But that's not something you routinely look at?

18 A. No.

19 Q. I don't want to go back through all the
20 hypotheticals that I've already posed, but, you know,
21 one of those was, given all this information on AKJ
22 Enterprises that's developed in the Express logs, if you
23 had conducted an investigation of them, would that have
24 involved looking at T-Chek? Would that have been
25 something you would have done?